
PROJECT MEMORANDUM

TO: Short-Listed ERP Vendors
FROM: John Frey, IT Project Manager
SUBJECT: Vendor Clarification Topics
DATE: October 25, 2016
CC: Ryan Doil (BerryDunn)

The City continues the process of evaluating vendor proposals and solutions as part of its Request for Proposal for Software and Implementation Services for Financial and Human Resources Software Selection Project. The City has concluded the reference check process, and at this time has additional questions for short-listed vendors.

We would greatly appreciate your response to these questions no later than **Friday, October 28th at 11am Pacific**.

- 1) Please provide any business and development plans for all product and support services proposed in connection with this submission.

SunGard response:

The City has been a customer since 1998. Thank you for being a customer for almost 20 years. We hope to keep you for another 20 years. I want to remind you that this is proprietary and confidential information and is exempt from public disclosure under RCW 42.56.270 as it is valuable commercial plans that derive independent economic value from not being generally known. Our current contract with the City has confidentiality language that protects the City and SunGard and this is extended to Berry Dunn, the consulting firm that is assisting this RFP process.

Here is a PowerPoint file that describes our roadmap.



Why OS Fin 17.1 -
Shoreline.PPTX

Here is the presentation given at SUGA (our user group conference)
<http://www.sungardps.com/onesolution-finance-webinar/>

We can also set up time to present this to you. Let me know if you are interested in this.

- 2) Please provide a breakdown of revenue between new license fees, maintenance, and upgrade charges for last year for the product(s) being proposed.

SunGard response:

We made this request to FIS, our parent company. SunGard cannot provide financial information on any of its individual subsidiaries as all of SunGard's results are consolidated upwards into the publicly

available financial statements of our ultimate parent, FIS. The financial statements of FIS can be viewed by visiting SunGard's website at <http://www.fisglobal.com/>

Table 01: Product Revenue

Product Name	New License Fees (\$)	Maintenance (\$)	Upgrade Charges (\$)

- 3) Please provide a full client list of Washington state municipal clients (Cities/Towns, and Counties) that are using any financial software solution you offer and include the product and version.

Table 02: Washington State Clients

Client	Product	Version
Puyallup, WA	ONESolution Finance & HR/Payroll	16.1
Institute for Systems Biology	ONESolution Finance	15.1
Franklin County	ONESolution Finance & HR/Payroll	15.3
Mercer Island, WA	ONESolution Finance & HR/Payroll	11.12
Island County, WA	IFAS Finance & HR/Payroll	7.9
Shoreline, WA	IFAS Finance & HR/Payroll	7.9
Kirkland, WA	IFAS Finance & HR/Payroll	7.9
Snohomish Health District	IFAS Finance & HR/Payroll	7.7

If you have any questions regarding this, or other communications, feel free to contact me.

Thank you.